

Pharmacy DAILY

Tuesday 09 Jun 2015

PHARMACYDAILY.COM.AU

DIRECT CHEMIST OUTLET Discount Chemist
DO YOU WANT TO COMPETE?
save LOWEST PRICE GUARANTEE
Become part of **Direct Chemist Outlet**
If you are interested in rebranding your pharmacy, please contact **Amanda Jansen**.
P:03 9562 0388 M:0439 392 409
directchemistoutlet.com.au/licenses/

Halton honoured

FORMER head of the Health Department, Jane Halton, was made an officer of the Order of Australia in the Queen's Birthday honours yesterday.

Halton, who's now the chief of the Finance Department, was secretary of the Commonwealth Department of Health and Ageing from 2002 to 2014, and has also been chair of the World Health Organization.

She was cited for "distinguished service to public administration, particularly to the health and aged care sectors through the development and implementation of public policy, and to professional national and international organisations".

RGH E-Bulletin

DRUG-INDUCED hypertension is the topic for this week's RGH Pharmacy E-Bulletin.

Drugs discussed include NSAIDs, Cox-2 inhibitors, corticosteroids, hormones, stimulants and others.

CLICK HERE to access the bulletin.

Pharmacy for 1stAvailable

THE proposed public float of appointment booking system 1stAvailable will see the company expand its services to pharmacies via the acquisition of established player GObookings.

According to the 1stAvailable prospectus, GObookings already has 134 corporate and government clients which include universities, hospitals and pharmacy chains.

The group's pharmacy offering allows "in-store customer health services" to be booked either via email or online, such as heart health advice, blood pressure checks, cholesterol readings, hearing checks, flu vaccination, quit smoking assistance and more.

1stAvailable was founded some years ago (**PD** 07 Aug 12) as a way of allowing consumers to more easily access appointments with health providers such as dentists, GPs, physiotherapists and more.

The company has now raised \$5.3 million in capital which will allow it to proceed with the acquisition of GObookings as well as other

similar services Clinic Connect and DocAppointments.

The GObookings acquisition is worth \$2 million in cash and \$1.5 million in shares.

1stAvailable said it expects to integrate technology from all three providers into its own system, with the DocAppointments platform also offering the ability for patients to request a repeat prescription when making a booking.

API pays dividend

THE Board of Directors of Australian Pharmaceutical Industries (API) has announced in a letter to shareholders a fully franked dividend of 2.0 cents per share, up 33% on the prior year.

API chairman Peter Robinson said the current momentum is expected to continue during the remainder of the financial year, subject to market factors outside of the company's control.

Half year results announced in April (**PD** 23 Apr) reported underlying net profit after tax of \$21.3m up 32.1% from the prior corresponding period.

Priceline and the Priceline Pharmacy store network have continued to grow along with revenue and earnings, with 3.9% sales growth and store numbers planned to increase to 420 by financial year end, he said.

The Pharmacy Distribution business also maintained its position in a highly competitive arena and amid sector reforms.

Full year results will be released late October, Robinson concluded.

Competition winner

THE winner of Friday's competition was Niharika from Raymond Street pharmacy.

This week **Pharmacy Daily** and **Plunketts** are giving away a pack of Nutri-Synergy skincare each day, starting today with NSW and ACT readers.

See **page three** for details.



PHARMACY PRACTICE INCENTIVES (PPI)

DAA AND CLINICAL INTERVENTION CLAIM DUE

Claiming for PPI will only be available on the 5CPA portal from 1 - 14 June 2015

5cpa.com.au



Funded by the Australian Department of Health as part of the Fifth Community Pharmacy Agreement.



Specialists in:

- Pharmacy Insurance • Professional Indemnity Insurance

Tony Carollo - VIC/NSW/TAS

Nick Nicola - VIC

Susan Carollo - WA

FOR AN OBLIGATION FREE QUOTE CLICK HERE OR PHONE 1300-CAROLLO / 1300-2276556



Looking after your customers is the most important thing.

Let us handle the rest.

Minfos' all-in-one pharmacy management package covers:

- ✓ Point-of-Sale ✓ Reporting ✓ Ordering ✓ Dispensing

...and much more.

www.minfos.com.au/grow

minfos



Stop Fungal Nails Now!

Affordable Fungal Nail Treatment

Always read the label, use only as directed. If symptoms persist seek advice from your health care professional.

Blooms top manager named



BLOOMS the Chemist last week named Marina Sevastopoulos from Blooms the Chemist in Kingsford, NSW as the group's 2015 Retail Manager of the Year.

The accolade was awarded at the glittering annual Blooms the Chemist Retail Managers Awards Night which took place at Melbourne's Langham Hotel.

Sevastopoulos has 28 years experience in the industry and

was recognised for her consistent hard work and dedication as well as "outstanding achievements throughout the course of the year".

Other awards on the night included Store Productivity Performance of the Year, Store Customer Service Performance of the Year, Best Performance in Beauty, Best Performance in Health and "Region 1, 2 and 3 BDM Shining Light" awards.

CHF welcomes PCHAG

THE Consumers Health Forum has congratulated Health Minister Sussan Ley for the establishment of expert committees which will review the Medicare Benefits Scheme schedule and look at how primary care is delivered (**PD Fri**).

CHF ceo Leanne Wells, who has been appointed as a consumer representative on the Primary Health Care Advisory Group (PCHAG) alongside Qld pharmacist Bruce Elliot, said "we know that a strengthened and better coordinated primary care system would provide the care people need in the community at modest cost, while reducing the need for expensive hospital care.

"It is vital that the development of new models of care ensure the consumer has a central role in the design and delivery of patient-centred-care," Wells added.

She said that too often health care in Australia fails to provide the best available care in a coordinated way for the many Australians with complex and chronic illness.

Ice use jumps 52%

THE use of methamphetamine crystal ("ice") among injecting drug users has risen 52% in the past 10 years, with deaths from abuse of the drug up from 88 in 2010 to 101 in 2011 and it appears from early estimates, to 170 in 2013, the National Drug and Alcohol Research Centre (NDARC) reports.

Injecting drug users are among the highest ice users at 62% while around 20% of recreational psychostimulant users reported taking ice in the last six months, although they were more likely to use speed powder, the report said.

Frequency of use among drug injectors increased as well from fortnightly to almost weekly, NDARC said, with Victoria and ACT leading the increases and reaching NSW levels.

UNSW Associate Professor Lucy Burns, chief investigator of the studies, said the reports indicated a complicated picture of use in Australia, but that increased deaths warrant further investigation and vigilant monitoring.

Journalist || Epping, NSW

- Leading online and print B2B publications
- Influential role
- Competitive salary

The Travel Daily Group is looking for the services of a proactive journalist to join the team and write across our expanding portfolio of online and print titles.

You have the overarching responsibility to prepare, write and edit copy for the daily publication of news in addition to ensuring deadlines and quality standards are achieved. You will manage coverage, suggest angles and leads, conduct interviews and participate in events in the pursuit of unique content generation.

If you have up to three years' experience in journalism, are a talented self-starter, have sound understanding of desktop publishing and social media then this could be your next long term role.

To apply email your confidential CV with Cover Letter to jobs@traveldaily.com.au before 15/06/15.

Pharmacy DAILY

Tuesday 09 Jun 2015

PHARMACYDAILY.COM.AU

Guild Update

Recognition works

RESEARCH shows that staff who feel recognised are far more engaged in their work, which can make a big difference to your pharmacy's success.

Employers who praise their staff regularly often notice increased productivity and higher customer satisfaction levels because staff are more invested in their role, and therefore more interested in contributing to the business.

Staff who feel valued are also more inclined to stay in their role longer.

So how can you recognise your staff?

Here are a few tips:

1. Let a staff member know they have done a great job by telling them so
2. If you have an internal newsletter, list staff achievements
3. Acknowledge and celebrate birthdays and other milestones
4. Organise training and other upskilling opportunities

One such education and training opportunity for pharmacy staff is the Pharmacy Assistant National Conference, which is being held from 15-17 October on the Gold Coast.

Pharmacies which send two or more staff to the conference will receive a free APP2016 registration.

For more details or to register now visit the site at www.pharmacyassistants.com.

HPV vax safety profile

THE most common reaction to the human papillomavirus vaccine Gardasil is fainting, with the TGA reporting the details of a comprehensive school-based audit of the vaccination program.

"No safety concern in females or males were identified," the TGA said, adding that the audit "affirms the positive benefit-risk profile of HPV vaccination".

9 million doses have been given, with 3,400 adverse events reported.

Parkinson's reviews

PHARMACIES in Wales are this month conducting "medicines use reviews" for patients with Parkinson's disease.

As part of the program pharmacists are being offered special training in Parkinson's by the Welsh Centre for Pharmacy Professional Education which is based at Cardiff University.

Information leaflets and posters in the country's 714 pharmacies are urging Parkinson's sufferers to speak to their pharmacist so they can better understand their medicines and how to make the most of them to control their symptoms.

The campaign is part of the Welsh government's "neurological conditions delivery plan," according to *The Pharmaceutical Journal*, which says about 8,000 people in the country have Parkinson's.

E-cig laws restrictive

WITH e-cigarettes containing nicotine illegal to supply in Australia, a leading substance abuse researcher has said the constraint places researchers and smokers in a difficult situation.

University of Queensland (UQ) Professor Wayne Hall, advisor to the World Health Organisation and the director of UQ's Centre for Youth Substance Abuse Research, said by restricting them in this way, we limit research and positive use by those who would prefer to slow their habit or stop smoking altogether.

"A policy that bans a less harmful form of nicotine while still allowing the sale of cigarettes is inconsistent," Hall said.

"If research proves e-cigarettes are much safer than cigarettes and are an acceptable substitute, we would have a strong case for removing cigarettes from convenience stores and supermarkets."

Stroke riskometer

THE successful Stroke Riskometer app for Apple and Android devices has been upgraded to include a research function to collect data for an international research study into stroke, reports *Pulse+IT*.

The app originated from work by AUT University professor of epidemiology and neurology, Valery Feigin, and was launched Oct 2013.

"This study has the potential to save countless lives and billions of dollars worldwide," Feigin said.

PHARMAC feedback

NZ'S Pharmaceutical Management Agency (PHARMAC) is consulting on its proposal to award Sole Supply Status for metoprolol succinate to AFT Pharmaceuticals.

CLICK HERE for details.

DISPENSARY CORNER



IF you're forever running short of change in your pharmacy, you need someone like this customer. A Chinese man has caused a sensation after paying about \$150,000 for a new car - most of it in coins.

According to the *Liaoshen Evening News* the man brought a truck full of the cash (**below**) to the showroom in Shenyang City, where ten staff took more than an hour to unload the money which weighed over four tonnes.

He claimed to have amassed the coins through his business, a petrol station which is located in a suburban area where there are very few banks.

"So we didn't deposit the coins and decided to use them to buy a jeep," the man said.



Win with Nutri-Synergy

This week **Pharmacy Daily** and **Plunketts** are giving away a pack of Nutri-Synergy skincare each day, including NS Dry Skin Moisturiser and NS Soap Free Wash.

New packaging for Nutri-Synergy skincare is now being introduced into pharmacy - brighter and more modern.

NS combines natural therapeutic actives to effectively treat dry, sensitive and problem skin and works in synergy with the skin, to restore and maintain its healthy condition. For more info go to www.NutriSynergy.com.au

To win be the first from **NSW** or **ACT** send the correct answer to the following question to comp@pharmacydaily.com.au

In which country are Nutri-Synergy products made?

Check here tomorrow for today's winner.



RSM Bird Cameron
Chartered Accountants

Take back your pharmacy!

6CPA causing concern? Attend this 1-day workshop to gain practical ideas on improving your pharmacy business.

Dispensary customer engagement
Better retail
Implementing the strategy
Building business value

24 June 2015 - Melbourne

Register NOW
for your place at this workshop
HURRY - only 2 weeks to go!

Supported by PGA VIC branch
CPD points will be available

Pharmacy Daily is Australia's favourite pharmacy industry publication.

Sign up free at www.pharmacydaily.com.au.

Postal address: PO Box 1010, Epping, NSW 1710 Australia

Street address: 4/41 Rawson St, Epping NSW 2121 Australia

P: 1300 799 220 (+61 2 8007 6760) F: 1300 799 221 (+61 2 8007 6769)

Part of the Travel Daily group of publications.

Travel Daily CRUISE WEEKLY travelBulletin business events news Pharmacy DAILY Travel Daily TV

Pharmacy Daily is a publication of Pharmacy Daily Pty Ltd ABN 97 124 094 604. All content fully protected by copyright. Please obtain written permission to reproduce any material. While every care has been taken in the preparation of the newsletter no liability can be accepted for errors or omissions. Information is published in good faith to stimulate independent investigation of the matters canvassed. Responsibility for editorial comment is taken by Bruce Piper.